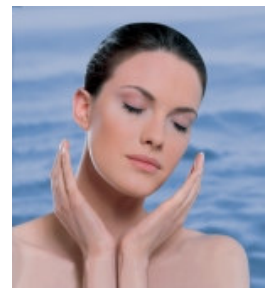


Based in Sydney, NSW, BLC Cosmetics is the sole Australian importer and distributor of the exclusive skincare range, Thalgo®. Established for 45 years, with over 20 years in Australia, Thalgo products are sold in 85 countries worldwide. Thalgo treatments and spa therapies capture the high-end of the beauty therapy market, being offered at exclusive destination spas and beauty salons throughout the world.



In addition to Thalgo, BLC Cosmetics has continued to expand and acquire prestigious international brands to distribute throughout Australia to clients including beauty salons, day spas, destination spas and beauty schools. In November 2006, the company began distributing leading US nail polish and nailcare brand, Essie®, in Australia. This successful range is the leading choice among beauty professionals in the US cosmetics market, and a favourite among celebrities such as Madonna. BLC Cosmetics' additional specialty products include the German footcare brand Gehwol®, as well as the newly acquired, extremely high-end, specialty spa brand, Terraké®, which will soon be launched in Australia.

In order to successfully import and distribute international, high-end brands to beauty professionals across Australia, BLC Cosmetics use Adept's enterprise resource planning (ERP) software. This includes Purchasing and Importation, Order Processing and Inventory Management modules, which drive the system's forecasting capabilities. This is critical for determining and ordering correct levels of stock for import. Orders are shipped by sea or air from the South of France, New York or Germany to the distribution centre in Sydney on a monthly basis. The Adept system seamlessly integrates the entire sales process from ordering through to distribution and debtor collection.



BLC Cosmetics installed Adept's financial software to replace an outdated, inflexible DOS-based system. The team, led by CEO Sol Caganoff and his son Gavin, chose Adept's solution due to its highly functional, fully integrated modular approach, enabling BLC Cosmetics to maintain control and facilitate business growth using the latest technology.

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Following installation of Adept's software, financial reporting was more efficient, order processing was expedited and data collection was easier to manage. The flexibility of the package also facilitated the smooth integration of head office with regional offices in Brisbane, Melbourne and Perth. In addition to their ERP software, Adept has partnered with BLC Cosmetics to write a program to administer the company's customer loyalty scheme, Blue Sky. Adept's program allows for the simple tracking of the scheme by creating a report that compares current year sales to target sales, rewarding customers based on the information in this report.

The team at BLC Cosmetics believe the Adept's bespoke reporting features are key to their business. Adept's reporting capabilities give the management team a clear picture of the revenue stream and allow the business strategy to be efficiently planned. CEO Sol Caganoff stressed that "we have found that the Adept team is always available to assist in improving our reports and making them more strategic to our business. Adept understands our business." Sol commented that "one of the advantages of dealing with a company such as Adept is that they have the ability to look at our business and come up with something that meets our particular needs."

Sol and his team are particularly impressed by the service provided by Adept. He highlighted that "the staff at Adept have been great people to deal with for many years. They really address the needs of small-to-medium-sized companies. One of the things that I enjoy about working with Adept is the personal service. We like to be able to talk to staff that we have a good working relationship with."

For more information on the products distributed by BLC Cosmetics please visit www.thalgo.com.au, www.essie.com.au, www.terrake.com and www.gehwol.com.



**For more information on Adept's ERP solution, contact Adept Business Systems
on +61 2 9330 5555**

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